JETRO

- ENSURE WINSTON SELECT FULL FLAVOR AVAILABLE 6/28 AND SELECT LIGHTS 4 STYLES AVAILABLE 7/12 ARE PACKED OUT ON CARTON RACK FOR CUSTOMER PICK UP. PLACE 60 PACK DISPLAYS SHRINK WRAPPED OR SEPARATE FLOOR BASE IN CIGARETTE DEPT.

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:

  SALES REP PICK UP
  TO OFFER YOUR CUSTOMERS AND DISPLAY THEM IN AN AREA WHERE INDIVIDUAL PROMOTIONS ARE AVAILABLE FOR CUSTOMER PURCHASE.

Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000

BORO PARK TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

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Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000

SOUTH BEACH

- GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FFL AND SELECT LTS. WITHIN THREE WEEKS OF INTRODUCTION

  WINSTON SELECT FFL 6/28/93
  WINSTON SELECT LTS 7/12/93

  IN ADDITION PROVIDE RETAIL ACCOUNTS WITH LETTER INFORMING THEM OF PROMOTIONAL SPECIFIES OF WINSTON SELECT (IE; COUNTER DISPLAY).

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED AND MARKED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:
  - SALES REP PICK UP
  - TO OFFER YOUR CUSTOMERS VIA TELEMARKETING
  - FOR DELIVERY TO VALUE ADDED ACCOUNTS IDENTIFIED BY RJR SALES REP.

- CONTINUE TO ASSIST RJR IN NEW TEST PROGRAM BY PICKING AND PACKING FAXED ORDERS FROM SALES REP FOR NEXT DAY DELIVERY TO RETAIL ACCOUNT.

Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000

BOROUGH HALL OXFORD TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000

MORRIS BROWN TOBACCO

YOUR THIRD QUARTER PERFORMANCE REQUIREMENTS:

1. GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FF AND LIGHTS WITHIN 3 WEEKS OF INTRODUCTION:

   WINSTON SELECT FF 6/28/93
   WINSTON SELECT LTS. 7/12/93

   UTILIZE LETTER PROVIDED BY RJR TO INFORM YOUR CUSTOMERS OF NEW WINSTON SELECT IE; "SPECIAL COUNTER DISPLAYS" AVAILABLE TO THEM UPON REQUEST.

2. PICK UP AND RETURN DAMAGED AND OUTDATED RJR PRODUCTS FROM RETAIL ACCOUNTS YOU SERVICE WHEN AUTHORIZED BY AN RJR REPRESENTATIVE.

9. DELIVER CENTS-OFF PROMOTIONS AND / OR BUY SOME GET SOME FREE OR PRE-ASSEMBLED DISPLAYS TO RETAIL ACCOUNTS YOU SERVICE IN A TIMELY MANNER. STICKER PRODUCT AS IDENTIFIED BY AN RJR REPRESENTATIVE WITH A DESIGNATED PRICE REDUCTION FOR SALES REP PICKUP AND / OR DELIVERY TO RETAIL ACCOUNTS.

Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000

RICHMOND

- GAIN RETAIL DISTRIBUTION OF WINSTON SELECT FFL AND SELECT LTS. WITHIN THREE WEEKS OF INTRODUCTION

  WINSTON SELECT FFL 6/28/93
  WINSTON SELECT LTS 7/12/93

  IN ADDITION PROVIDE RETAIL ACCOUNTS WITH LETTER INFORMING THEM OF PROMOTIONAL SPECIFIES OF WINSTON SELECT (IE; COUNTER DISPLAY).

- RETURN DAMAGED GOODS AND OR OUT OF DATE RJR PRODUCT FROM RETAIL ACCOUNTS AS IDENTIFIED AND MARKED BY RJR SALES REP.

- PACK AND ASSEMBLE RJR PROMOTIONS 1 VPR, BSGSF FOR:
  - SALES REP PICK UP
  - TO OFFER YOUR CUSTOMERS VIA TELEMARKETING
  - FOR DELIVERY TO VALUE ADDED ACCOUNTS IDENTIFIED BY RJR SALES REP.

Source: https://www.industrydocuments.ucsf.edu/docs/kpbp0000